

INTERACTIVE OFFERING MEMORANDUM



15052 NM-75 | PEÑASCO, NM 87553



Representative Photo

## **EXCLUSIVELY LISTED BY**

**KYLE MATTHEWS**

BROKER OF RECORD

LIC NO. 19601 (NM)

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# INVESTMENT OVERVIEW

## LEASE & LOCATION

- 2010 Built to Suit Construction for Family Dollar
- Located between Santa Fe and the popular resort town of Taos
- Extremely healthy Rent-to-Sales ratio of 4.86% - contact agent for more details
- Tenant extended the term of their first option, showing a long term commitment to the site
- Extremely strong corporately guaranteed lease from Dollar Tree
- Five, 5-year options, all of which include an attractive rental increase

## TENANT

- Dollar Tree acquired Family Dollar in 2015 and is now considered to be the second-largest discount retailer in the United States with more than 16,000 locations
- Dollar Tree boasts an investment-grade credit rating of BBB-
- Family Dollar has thrived through the COVID pandemic and witnessed a sharp increase in same-store sales and profitability



Representative Photo



# FINANCIAL OVERVIEW



**\$1,338,587**  
LIST PRICE



**\$100,394**  
NOI



**7.50%**  
CAP RATE

## BUILDING INFO

Address	15052 NM-75 Peñasco, NM 87553
GLA	±9,180 SF
Year Built	2010
Lot Size	±1.38 AC



## TENANT SUMMARY

Tenant Trade Name	Family Dollar
Type of Ownership	Fee Simple
Lease Guarantor	Corporate
Lease Type	NN+
Roof and Structure	Landlord Responsibility
Original Lease Term	10 Years
Rent Commencement Date	1/15/2010
Lease Expiration Date	1/31/2031
Term Remaining on Lease	±7 Years
Increase	See AOD
Options	Five, 5-Year Options

## ANNUALIZED OPERATING DATA

Date	Monthly Rent	Annual Rent	Increases	Cap Rate
Current - 1/31/2031	\$8,366.14	\$100,393.68	-	7.50%
Option 1	\$8,366.14	\$100,393.68	-	7.50%
Option 2	\$9,202.76	\$110,433.12	10.00%	8.25%
Option 3	\$10,123.03	\$121,476.36	10.00%	9.07%
Option 4	\$11,135.34	\$133,624.08	10.00%	9.98%
Option 5	\$12,248.87	\$146,986.44	10.00%	10.98%

## FINANCING INQUIRIES

For financing options reach out to:

Patrick Flanagan  
patrick.flanagan@matthews.com  
(214) 550-0277





VICTOR'S DRIVE-IN



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PENASCO COMMUNITY CENTER



PENASCO SCHOOL DISTRICT



PEÑASCO MIDDLE SCHOOL  
50 STUDENTS

FAMILY DOLLAR

SUBJECT PROPERTY



PEÑASCO ELEMENTARY SCHOOL  
170 STUDENTS

SUGAR NYMPHS BISTRO

PENASCO FIRE DEPARTMENT



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## TENANT PROFILE

### COMPANY NAME

Dollar Tree, Inc.

### OWNERSHIP

Public

### INDUSTRY

Dollar Stores

### HEADQUARTERS

Chesapeake, VA

### NO. OF EMPLOYEES

±60,000



### A DOLLAR TREE COMPANY

Dollar Tree, Inc. (NASDAQ: DLTR), North America's leading operator of discount variety stores, announced that it would buy Family Dollar for \$8.5 billion. On January 22, 2015, Family Dollar shareholders approved the Dollar Tree bid.

Dollar Tree, a Fortune 500 Company, now operates more than ±16,000 stores across 48 states and five Canadian provinces. Stores operate under the brands of Dollar Tree, Dollar Tree Canada, and Family Dollar.

### FAMILY DOLLAR OVERVIEW

When it comes to getting value for everyday items for the entire family in an easy to shop, neighborhood location, Family Dollar is the best place to go. One of the nation's fastest-growing retailers, Family Dollar offers a compelling assortment of merchandise for the whole family ranging from household cleaners to name brand foods, from health and beauty aids to toys, from apparel for every age to home fashions, all for everyday low prices. While shoppers can find many items at \$1 or less, most items in the store are priced below \$10, which makes shopping fun without stretching the family budget.

### GEOGRAPHIC REACH

Family Dollar serves families in more than 8,000 neighborhoods in 46 states. The Dollar Tree merger with Family Dollar now creates a combined organization with sales exceeding \$23 billion annually with more than 16,000 stores across 48 states and five Canadian Provinces. The merger has allowed Family Dollar to grow offering broader, more compelling merchandise assortments, with greater values, to a wider array of customers.

### STRATEGY

Family Dollar offers a compelling mix of merchandise for the whole family. Ranging from an expanded assortment of refrigerated and frozen foods and health and beauty items to home décor and seasonal items, Family Dollar offers the lowest possible price, the name brand and quality private-brand merchandise customers need and use every day.



**16,000+**

LOCATIONS



**\$28.3B**

2022 REVENUE



**1959**

FOUNDED

# AREA OVERVIEW



## PEÑASCO, NM

Peñasco, nestled in the picturesque landscape of northern New Mexico, is a charming village that epitomizes the region’s rich cultural and historical tapestry. Surrounded by the towering peaks of the Sangre de Cristo Mountains, Peñasco offers breathtaking views and a serene atmosphere that captivates residents and visitors alike. The community is known for its adobe architecture, reflecting the traditional style of the area, and its vibrant arts scene, with local artists drawing inspiration from the stunning natural surroundings. Peñasco has a close-knit community where Spanish and Native American influences converge, creating a unique cultural fusion. The area is also a haven for outdoor enthusiasts, offering hiking trails, fishing spots, and opportunities for connecting with nature. Whether exploring the artistic expressions of the locals, immersing oneself in the cultural heritage, or simply enjoying the tranquil beauty of the surroundings, Peñasco stands as a hidden gem in the heart of New Mexico.

## PROPERTY DEMOGRAPHICS

POPULATION	3-MILE	5-MILE	10-MILE
Five Year Projection	2,353	2,979	3,918
Current Year Estimate	2,245	2,855	3,757
2020 Census	2,161	2,814	3,673
HOUSEHOLD	3-MILE	5-MILE	10-MILE
Five Year Projection	970	1,232	1,648
Current Year Estimate	931	1,187	1,588
2020 Census	904	1,183	1,564
INCOME	3-MILE	5-MILE	10-MILE
Average Household Income	\$45,821	\$43,975	\$46,509



REGIONAL MAP

SUBJECT PROPERTY

±51 MILES

SANTA FE, NM





# CONFIDENTIALITY & DISCLAIMER STATEMENT

This Offering Memorandum contains select information pertaining to the business and affairs of the property owner and its tenant for real property located at **15052 NM-75, Peñasco, NM 87553** (“Property”). The Offering Memorandum may not be all-inclusive or contain all of the information a prospective purchaser may desire. The information contained in this Offering Memorandum is confidential and furnished solely for the purpose of a review by a prospective purchaser of the Property. It is not to be used for any other purpose or made available to any other person without the written consent of Seller or Matthews Real Estate Investment Services. The material and information in the Offering Memorandum is unverified. Matthews Real Estate Investment Services has not made any investigation, and makes no warranty or representation, with respect to square footage, income and expenses, the future financial performance of the property, future rent, and real estate value market conditions, the condition or financial prospects of any tenant, or the tenants’ plans or intentions to continue to occupy space at the property. All prospective purchasers should conduct their own thorough due diligence investigation of each of these areas with the assistance of their accounting, construction, and legal professionals, and seek expert opinions regarding volatile market conditions given the unpredictable changes resulting from the continuing COVID-19 pandemic. The information is based in part upon information supplied by the Owner and in part upon financial information obtained from sources the Owner deems reliable. Neither owner, nor their officers, employees, or real estate agents make any representation or warranty, express or implied, as to the accuracy or completeness of this Offering Memorandum, or any of its content, and no legal liability is assumed or shall be implied with respect thereto. Prospective purchasers should make their own projections and form their own conclusions without reliance upon the material contained herein.

By acknowledging your receipt of this Offering Memorandum for the Property, you agree:

1. The Offering Memorandum and its contents are confidential;
2. You will hold it and treat it in the strictest of confidence; and
3. You will not, directly or indirectly, disclose or permit anyone else to disclose this Offering Memorandum or its contents in any fashion or manner.

Matthews Real Estate Investment Services is not affiliated with, sponsored by, or endorsed by any commercial tenant or lessee in the Offering Memorandum. The presence of any entity’s name or logo, including any commercial tenant’s name or logo, is informational only and does not indicate or suggest any affiliation and/or endorsement of Matthews Real Estate Investment Services, the property, or the seller by such entity.

Owner and Matthews Real Estate Investment Services expressly reserve the right, at their sole discretion, to reject any and all expressions of interest or offers to purchase the Property and to terminate discussions with any person or entity reviewing this Offering Memorandum or making an offer to purchase the Property unless and until a written agreement for the purchase and sale of the Property has been fully executed and delivered.

If you wish not to pursue negotiations leading to the acquisition of the Property or in the future you discontinue such negotiations, then you agree to purge all materials relating to this Property including this Offering Memorandum.

A prospective purchaser’s sole and exclusive rights with respect to this prospective transaction, the Property, or information provided herein or in connection with the sale of the Property shall be limited to those expressly provided in an executed Purchase Agreement and shall be subject to the terms thereof. In no event shall a prospective purchaser have any other claims against Owner or Matthews Real Estate Investment Services or any of their affiliates or any of their respective officers, directors, shareholders, owners, employees, or agents for any damages, liability, or causes of action relating to this solicitation process or the marketing or sale of the Property.

This Offering Memorandum shall not be deemed to represent the state of affairs of the Property or constitute an indication that there has been no change in the state of affairs of the Property since the date of this Offering Memorandum.

**Net Lease Disclaimer** – There are many different types of leases, including gross, net, single net (“N”), double net (“NN”), and triple net (“NNN”) leases. The distinctions between different types of leases or within the same type of leases, such as “Bondable NNN,” “Absolute NNN,” “True NNN,” or other NNN leases, are not always clear. Labels given to different leases may mean different things to different people and are not defined legal terms. Buyers cannot rely on the labels or marketing descriptions given to any lease when making their purchasing decisions. Buyers must closely review all lease terms and are advised to seek legal counsel to determine the landlord and tenant’s respective rights and duties under the lease to ensure the lease, regardless of how labeled or described, meets the buyers’ particular needs.





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